

## Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 DODE-00 AGRE-00 CEA-01  
CIAE-00 EB-08 FRB-01 H-02 INR-07 INT-05 L-03  
LAB-04 NSAE-00 NSC-05 PA-02 AID-05 SS-15 STR-04  
ITC-01 TRSE-00 USIA-15 PRS-01 SP-02 OMB-01 /095 W  
-----129753 312327Z /65

R 311330Z AUG 77

FM AMEMBASSY OSLO

TO SECSTATE WASHDC 4329

UNCLAS OSLO 3957

E.O. 11652: N/A

TAGS: ETRD, EFTA, NO

SUBJ: PUBLIC SUPPLY PROCUREMENT IN EFTA

REF: STATE A-3063

EMBOFF DISCUSSED QUESTIONS IN REFAIR WITH IVAR STUGU, DEPUTY  
DIRECTOR, FOREIGN TRADE DIVISION, MINISTRY OF TRADE. HIS COMMENTS  
FOLLOW, KEYED TO REFAIR QUESTIONS:

A) NORWEGIANS ARE SATISFIED THAT EFTA GUIDELINES ENSURE FAIR AND  
OPEN PROCUREMENT SYSTEMS IF EFTA.

B) NORWEGIAN PRACTICES HAD ALWAYS BEEN QUITE OPEN AND SO WERE NOT  
SUBSTANTIALLY CHANGED WITH ADVENT OF EFTA GUIDELINES, EXCEPT FOR  
DELETION OF SOME CONDITIONS ALLOWING PREFERENCE TO DOMESTIC  
SUPPLIERS.

C) GENERAL FEELING IS THAT TRADE HAS INCREASED UNDER THE GUIDE-  
LINES, BUT THERE IS NO WAY OF ISOLATING TRADE FIGURES TO PROVE  
THIS.

D) GUIDELINES APPEAR PARTICULARLY TO HAVE INCREASED SALES FOR  
NORWEGIAN SUPPLIES TO SWEDISH STATE AGENCIES.

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E) ANNOUNCEMENTS ARE PUBLISHED IN GOVERNMENT GAZETTE (NORSK  
LYSINGSBLAD),  
SOMETIMES IN NEWSPAPERS. (SAMPLE OF LYSINGSBLAD AIR POUCH TO  
USDOC:  
K. KUWABARA).

F) ON REQUEST OF AN UNSUCCESSFUL BIDDER, HE IS TOLD NAME OF WINNING BIDDER, PRICE, AND REASONS WHY HIS OWN BID FAILED.

G) PROCUREMENT AUTHORITIES HAVE STUCK TO EFTA GUIDELINES, WHICH ALLOW DISCRIMINATION UNDER CERTAIN CONDITIONS SUCH AS DEFENSE CONTRACTS.

H) DISSATISFIED BIDDER WOULD COMPLAIN FIRST TO HIS PURCHASING OFFICE INVOLVED, AND SECONDLY TO HIS OWN GOVERNMENT OFFICIALS WHEREUPON CASE WOULD BE PURSUED THROUGH BILATERAL DIPLOMATIC CHANNELS. EFTA HAS DISPUTE SETTLEMENT MECHANISM, BUT IT IS VIRTUALLY NEVER USED.

I) NORWAY NOTIFIED EFTA OF CHANGES IN PROCEDURE WHICH NORWAY IMPLEMENTED IN ACCORD WITH 1966 LISBON AGREEMENT, BUT THERE IS NO SPECIAL SURVEILLANCE MACHINERY AT NATIONAL OR EFTA LEVELS TO COLLECT DATA ON CONTRACT AWARDS. SEE PRECEDING PARA ABOUT DISPUTE SETTLEMENT.  
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## Message Attributes

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**TAGS:** ETRD, ASUP, NO, EFTA  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009